

## Message Text

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11

ACTION COME-00

INFO OCT-01 AF-06 ISO-00 EB-07 TRSE-00 CIAE-00 INR-07

NSAE-00 /021 W

----- 066459

R 011604Z APR 75

FM AMEMBASSY LAGOS

TO SECSTATE WASHDC 8612

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E.O. 11652: N/A

TAGS: ENRG, BEXP, NI

SUBJECT: GE LOSES POWER PLANT BID

REF: LAGOS 10258, 00711, 01962, 02311

1. NIGERIAN ELECTRIC POWER AUTHORITY (NEPA) CABLE GE MARCH 26 ANNOUNCING THAT STEAM TURBINES WORTH \$58 MILLION WOULD BE PURCHASED FOR THE 120 MW SAPELE POWER STATION FROM BROWN BOVERI OF SWITZERLAND, DESPITE GE'S LOW BID OF \$51 MILLION. NEPA GENERAL MANAGER TOLD GE REP MARCH 27 THAT GE'S ORIGINAL BID HAD HAD TO BE DISQUALIFIED BECAUSE IT DID NOT CONFORM TO SPECIFICATIONS, AND GE'S AMENDED BID (STILL LOW BY CONSIDERABLE MARGIN) COULD NOT BE CONSIDERED BECAUSE IT WOULD ESTABLISH BAD PRECEDENT FOR FUTURE TENDERS.

2. GENERAL MANAGER SAID HE HOPED GE WOULD BID ON FUTURE PROJECTS, AND HE AGREED TO VISIT GE PLANTS WHEN HE IS IN THE US NEXT MAY. ACCORDING GE REP, THIS PUTS GE IN EXCELLENT POSITION TO OBTAIN NEPA'S NEXT MAJOR AWARD, GAS TURBINES WORTH APPROXIMATELY \$100 MILLION AT THE END OF THIS YEAR.

3. FYI. FIRST THREE GAS TURBINES INSTALLED BY GE AT UGHELLI STARTED UP SEVERAL DAYS AGO ABOUT FIVE MONTHS BEHIND SCHEDULE.

4. FYI. EMBASSY UNDERSTANDS THAT CHARLES T. MAIN OF BOSTON

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HAS OBTAINED NEPA CONTRACT TO DESIGN DAM AND HYDROELECTRIC

POWER STATION WHICH WILL BE BUILT IN SHIRORO GORGE NEAR  
KADUNA BETWEEN 1977 AND 1980. END FYI.  
CROSBY

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 01 APR 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** ShawDG  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Document Unique ID:** 00  
**Drafter:** n/a  
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**Secure:** OPEN  
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